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Gary & Margaret Thompson


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Dear Sir or Madam,

I have just heard of your proposed changes to the Direct sale industry. I am concerned about those proposed changes. I Started in this business in 1974 when my normal job failed. I was put out on the street with no income. I have for the past 30 odd years made my living in this industry. The Direct sales industry has given me the opportunity to grow as a person. With only a ninth grade education it was very difficult to find any type of employment that could give my family the type of life I wanted them to have. You will find many people in this industry with my type of story. It seems to me that the new proposal will make it very difficult continue building a solid business.

Why would it make any sense to make a person who wants to start making money wait seven days before they start. If your intent is to protect the person simply make the companies have no joining fee's. Just let the person order a product to use and samples if the company has them. By the way, I have been doing this for a long time and believe me the consumer can protect themselves very well. If you don't believe that get a product and go knock on 20 doors and you will see. Also making distributor wait makes a bad image on our industry, it will make bookkeeping a nightmare and cause delays that are not necessary.

Another thought I had. If we have to give them all the lawsuits in the industry how can they tell who won or lost. Are you going to make Ford, or GM, or Sears give all their prospective employee's a list of all their lawsuits. They have probably had many more than our industry.

I also don't understand the reference proposal, as we already do that. I introduce all new people to our organization.

I know there are a few bad apples in the industry, but they are in every industry. but it doesn't make the industry bad, every year you hear of Lawyers stealing trust fund, Investment people stealing their clients money, Doctors sell drugs, and on and on. By in large we probable have the least problems based on numbers of active people compared to other professions. I just believe the proposed FTC goals would unfairly target the legitimate direct selling business.

Thank you (I hope you read this)

Gary Thompson
